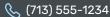


James Johnson

Life Insurance Agent



CONTACT







TEDUCATION

Bachelor's Degree in Business Administration

University of Houston, United States, Graduated: May 2025

• GPA: 3.7/4.0

Certifications

- Certified Life Underwriter (CLU), The American College of Financial Services, December 2023
- Life and Health Insurance License, -Texas Department of Insurance, April 2023



PROFESSIONAL SUMMARY

Goal-oriented and customer-focused Life Insurance Agent with a strong desire to help clients secure their financial futures. Highly skilled in assessing client needs, presenting tailored policies, and fostering long-term relationships. Adept at using CRM systems to track client interactions and maintain up-to-date records.



EXPERIENCE

Life Insurance Agent

2025 - Now

State Farm Insurance, Houston, TX

- Work with clients to assess their life insurance needs, providing policy recommendations that align with their financial goals.
- Build and maintain relationships with clients, following up regularly to ensure satisfaction and retention.
- Conduct market research to stay informed on the latest insurance trends and competitors' offerings.
- Process claims, ensuring accurate documentation and timely follow-ups to meet customer expectations.

Sales Intern 2024 - 2024

Allstate Insurance, Houston, TX

- Assisted senior agents in preparing and presenting life insurance policies to potential clients.
- Managed data entry and administrative tasks in the CRM system to maintain organized client files.
- Gained exposure to sales strategies and customer relationship management while shadowing experienced agents.

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SKILLS

Life insurance sales and policy recommendations

Customer relationship management (CRM) systems (Salesforce)

Market research and competitor analysis

Excellent communication and negotiation skills

Time management and organizational skills